

Place-Based, Continuous Proposal Building

Staying Ahead in the Grants Game

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A FUNDING ACCESS INITIATIVE



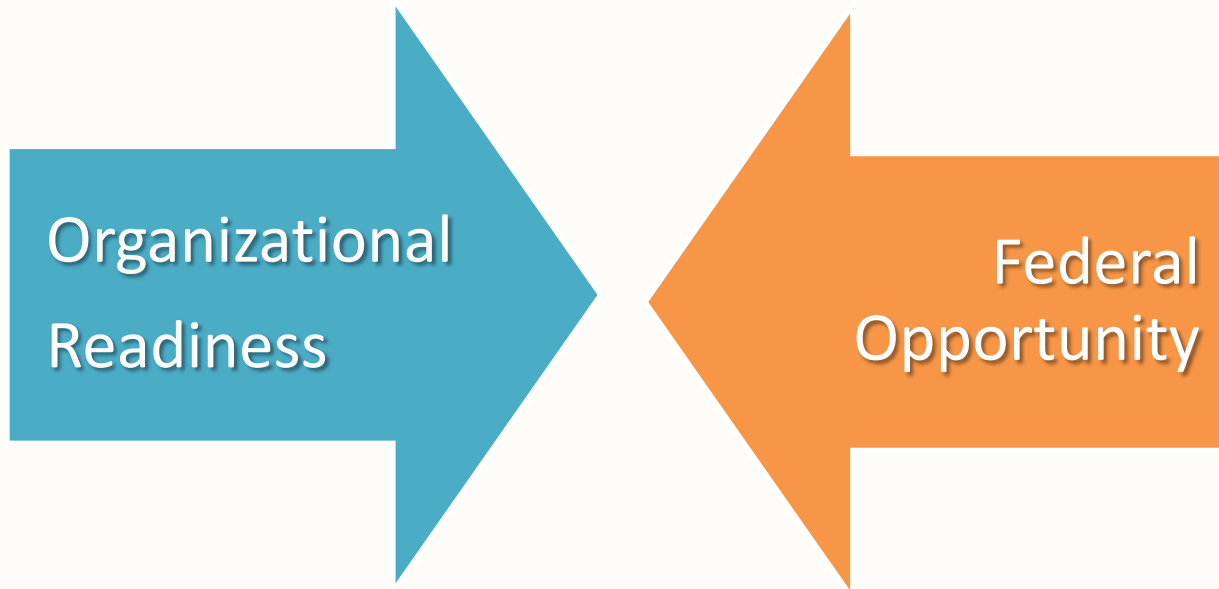
Illinois is ranked 45th among the states when one compares federal grant dollars that come to the state in relation to federal tax dollars going to Washington.

Our rate: 75¢ comes in for every \$ that goes out.

From your experience, what factors make it difficult to bring in federal grants?

What gets in the way of success?

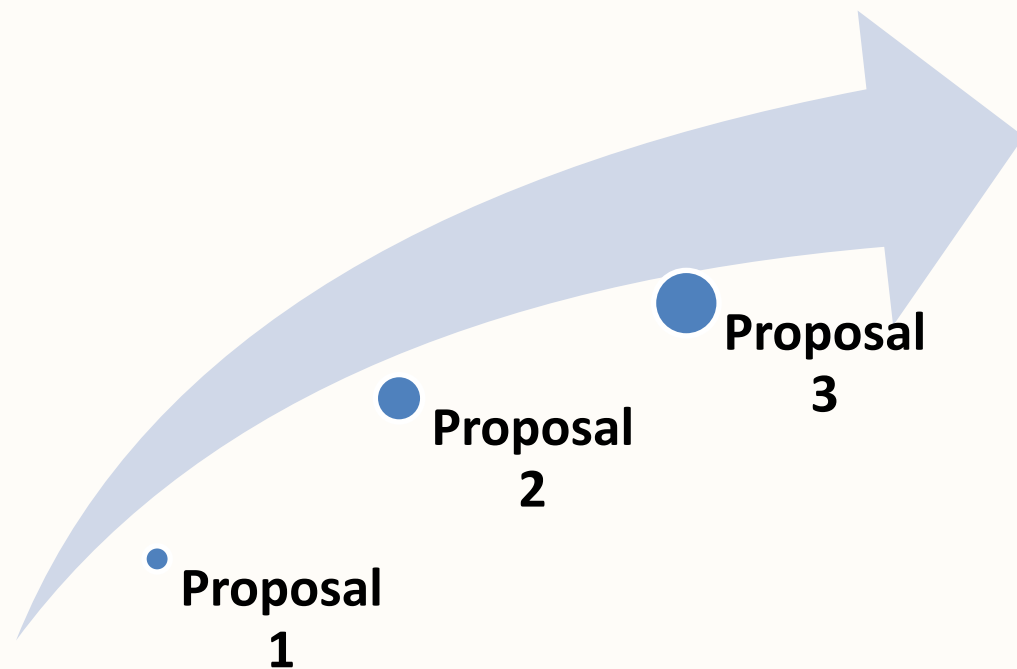
- Finding out too late
- Technical gaps or mistakes in proposals
- Awkward fit between federal and local intentions
- Complexity of proposal requirements
- Leveraging requirements
- Partnership requirements require time to address



Prime Condition for Federal Grant Development

Training and TA are most likely to yield federal grants when delivered at the intersection of organizational readiness and federal opportunity.

What Has IRN Learned?



Continuous proposal building yields ongoing results

Proposal success is cumulative, especially when carried out in collaborative networks where data can be shared, partnerships can be forged, learning can take place, different program areas can be linked, and diverse resources can be leveraged.

Premises Behind the Place-Based Strategy

- First-rate community and regional (or place-based) planning creates the best conditions for continuous grant development in linked, multiple program areas
- Some organizations can succeed on their own in the federal grants process, but all organizations are more likely to succeed routinely when working in partnerships.
- Partnerships are most likely to form and be sustained in places
- The best way for Illinois to move up in the federal grants game is to play the game through great regional and community partnerships – the cumulative opportunities for federal grant development can't be created at such a scale any other way

Types of place-based partnerships

- Regional/community planning bodies
- Workforce development collaboratives
- Community-school partnerships
- ED partnerships
- Crime prevention networks
- Health prevention collaboratives
- Many others

Regional and Community Plans Provide a Matrix for Links with Federal Grant Opportunities

The strategies on the left are among those contained in a Quality of Life Plan in one of Chicago's community areas. The federal programs across the top are described in the Catalogue of Federal Domestic Assistance. Some matches are very direct; others are indirect in that the federal program's intent corresponds to some of the local strategy's intent.

	Minority business enterprise centers 11.800	CDFI program 21.020	Safe & drug free schools & communities 84.184	Parental information & resource centers 84.310	Healthy homes technical studies grants 14.906
Parent patrol groups in schools					
Community school					
Cultural awareness through the arts					
Student motivation through urban agriculture					
Community health awareness					
Center for working families					

Human Service Collaboratives

A collaborative of organizations that provide human services for children, youth, and families could build a 2-year plan for pursuing 6-8 federal grants. Using the Catalogue of Federal Domestic Assistance, they could identify federal grant programs that best match up to their joint interests and goals. The collaborative could then develop a flexible timetable based on when the rfps would be expected out, and identify what could be done to ready themselves to prepare good quality submissions.

Currently active RFPs in grants.gov

- Community resilience and recovery initiative
- Outreach to victims of crime in underserved areas
- Youth gang prevention and intervention
- Family-centered substance abuse training
- Investing in innovation: development

Community Resilience and Recovery Initiative

- SAMHSA, HHS the funding entity
- To enhance community coordination & services to reduce various types of health risks
- Posted, April 5th, due May 28th
- CFDA # 93.243
- Five projects to be funded, \$1.4 million ceiling

Public Awareness and Outreach for Victims in Underserved Communities

- Office of Justice Programs, DOJ
- Enhance knowledge of crime victims' rights and access to crime victims' services
- Posted March 31st, due May 18th
- CFDA # 16.582
- Ten projects to be funded

Youth Gang Prevention and Intervention

- DOJ, Office of Juvenile Justice and Delinquency Prevention
- To replicate promising gang prevention strategies
- Posted March 31st, due May 20th
- CFDA # 16.544
- Award ceiling \$325,000
- Applicants must have completed a community gang assessment

Family-Centered Substance Abuse Training

- SAMHSA, HHS
- Provide substance abuse services to adolescents and families/primary caregivers
- Due April 23rd
- 35 awards, ceiling \$300,000
- CFDA# 93.243

Investing in Education: Development Grants

- Department of Education
- LEAs in partnerships with nonprofit organizations
- Identify best practices in raising performance of targeted student groups
- Due May 11th
- One hundred expected awards
- CDFA # 84.396 ARRA funds

Catalogue of Federal Domestic Assistance (CFDA)

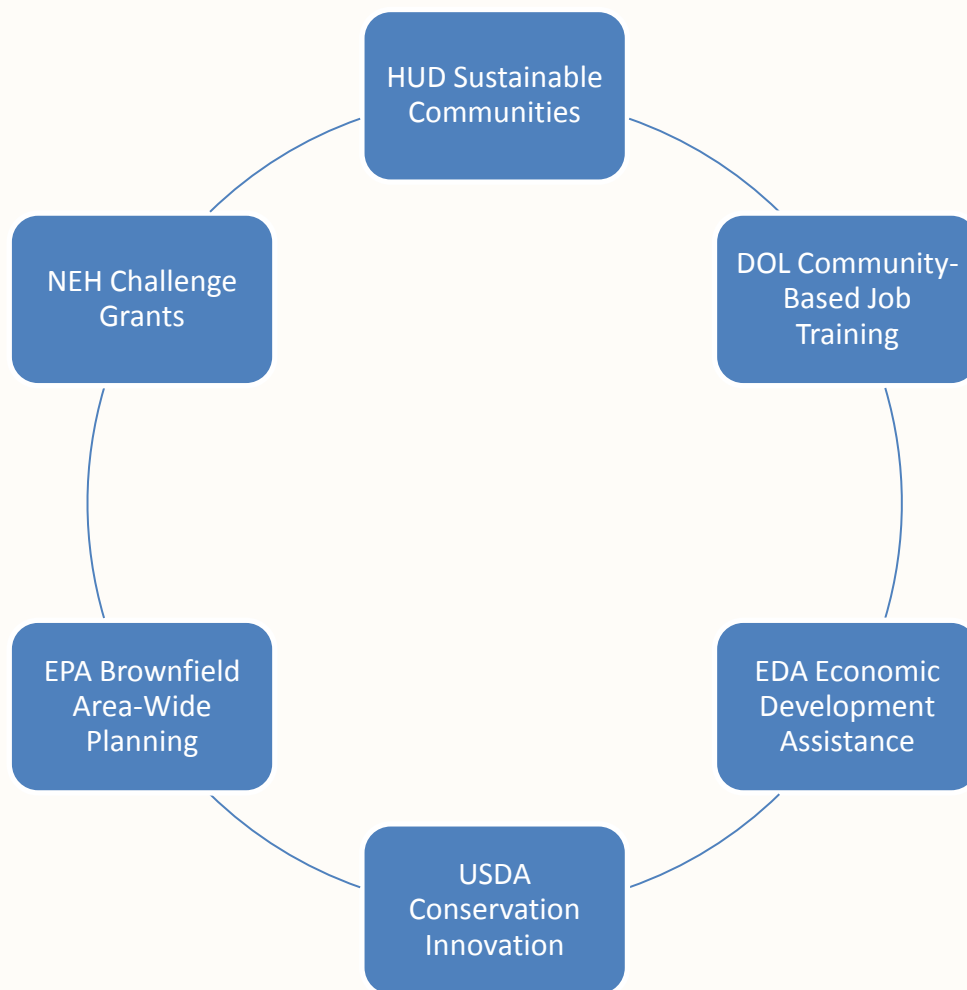
- www.cfda.gov
- Database of all Federal programs, not just grants
- Browse by a variety of categories (e.g. agency, function, deadline, etc.)
- Includes grant proposal tutorial
- Link to it through IRN's homepage, www.illinoisresource.net

www.grants.gov

- Main federal grants search engine
- Search by agency, category
- New grants section
- Sign-up for alerts
- How to find a grant you've heard about?
- Tutorials
- Access via www.illinoisresource.net

Community Development

An economic development partnership – formal or informal – can also provide the linkages and matrix of assets needed for successful, continuous proposal building. Such a partnership or network can create a 2-year plan for pursuing linked, mutually compatible federal grants from different agencies. Depending on the grant's focus and the interests of partners, different network participants can take the roles of lead applicants and secondary, or subcontractor, roles.



Sustainable Communities Planning

- HUD Office of Sustainable Housing and Communities
- Support multi-jurisdictional planning efforts to integrate housing, economic development, transportation, and environmental impact strategies
- Anticipated release around April 12th
- Ceiling, up to \$2 million for small areas and \$5 million for large areas
- www.hud.gov/sustainability

Community-Based Job Training

- Department of Labor
- Support workforce training in high growth/high demand industries
- Emphasis on community colleges, one-stops, but not exclusively so
- Announced March 12th, close April 29th
- 50 awards, up to \$3 million
- CFDA# 17.269

Economic Development Assistance

- Department of Commerce, Economic Development Administration (EDA)
- Public works and facilities, planning assistance, technical assistance, economic adjustment
- Open June 22, 2009, close September 30, 2010
- CFDA#s 11.300, 302, 303, 307

Conservation Innovation

- USDA, Natural Resources Conservation Service
- Stimulate innovative conservation technologies
- Open April 7th , pre-proposal April 26th, close June 4th
- 60 awards up to \$1 million (ceiling)
- CFDA# 10.912

Brownfields Area-Wide Planning Pilot

- Environmental Protection Agency
- Facilitate community-wide involvement in area-wide brownfields assessment, cleanup, and reuse
- Open March 30th, close June 1st
- 20 awards, ceiling of \$175,000
- CFDA# 66.814

Humanities Institution Challenge Grants

- National Endowment for the Humanities (NEH)
- Strengthening institutional base for humanities teaching, research, preservation, and public programming
- Opened March 10th, close May 5th
- 10 awards, up to \$1 million
- CFDA# 45.130

Proposals build on one another

- Off-the-shelf content expands
- Concepts, designs, strategies become sharper
- Relationships among partners improve
- Track record builds legitimacy with funding agencies
- Funders increasingly reward collaborative proposals across different program areas
- Leveraging, matching arrangements easier to consolidate

How to become adept at place-based, CPB?

- Work with partners with shared goals and look ahead at the federal opportunities that will likely be emerging over the next 2 years
- Create working networks or clusters
- Build files that you know will be needed, even if they will have to be revised or updated once an rfp comes out
- Get training in advance on shared gaps in knowledge or skills
- Start with an rfp where there is shared interest just to get the process going
- Meet with the appropriate federal reps in advance
- Inform legislators and staff about your interests
- Work with local planning councils to build capacities of these clusters or networks
- Even if you're the grant-writer or not a senior manager, you can connect with the people in the clusters with whom you have similar responsibilities
- Identify linkages across program areas into which your organization generally does not cross: there might be opportunities

Planning can make this process
easier!

IRN is looking for place-based
collaboratives interested in
continuous proposal building.

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